



Specialized Purchasing Consultants

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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Diana Darnstaedt
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

September 2016

Skip Tilton
President

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Diana Darnstaedt
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079

Dear Diana:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 9 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team...

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade, or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event.

Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	115
Total Black Photocopiers	39
Total Color Photocopiers	23
Total Black Network Printers	44
Total Color Network Printers	9
Total Removed from Service:	5
# of Units OFF Warranty:	2
# of Units Approaching End of Warranty:	0
# of Units Overused:	6
# of Units Underused:	6
Commencement Date:	12/15/2013
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2019
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Diana,

It has been three years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 1 machine already off warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 6 machines being overused and 6 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely, Skip

Aging Equipment Summary

The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Lancaster Elementary School	Room 204	HP Color Laser Jet 3600c	CNWBD35346	AXIS	11/2005

Warranty Progress Report

For Year 2015-2016

*Equipment Details***Barron Elementary****Main Office**

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta BHc35	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i>	63,858	<i>Begin Meter</i>	26,348
A121011301752	<i>End Date:</i> 11/20/2016	<i>End Meter</i>	72,687	<i>End Meter</i>	28,879
KMBS - 9535 7673		<i>Black Volume:</i>	8,829	<i>Color Volume:</i>	2,531

Model Intro Date: 7/1/2010

<i>Date</i>	<i>Comments</i>
11/4/2015	Anna Parrill (Principal) reached out to David Hasbany stating they continue to have issues with the copier; they have had frequent service calls and down time. Message was forwarded to John Cox by David. John spoke with Terri Fischer (Key Op), and also reached out to the KMBS Service Manager. They will research and determine the cause and get it resolved. John suspected a torn piece of paper in a section that is hard to get to; the misfeeding happens only on duplexing. A part was ordered that is due in 11/6.
4/21/2016	Apparently copier was replaced under warranty around 11/20/16 by KMBS, but SPC was never notified; vendor did not have information/record on this even when questioned originally on 1/30/16. Replacement copier is A121011018395. Determined this because it reported in FM Audit at same IP Address as A121011301752. Followed up and confirmed this with vendor on 4/21/16.

Equipment Details

Salem High

Guidance Office

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>
Konica Minolta BH3300P	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i>	54,999	
A63P011000442	<i>End Date:</i> 3/25/2016	<i>End Meter</i>	78,426	
KMBS - 9342 4886		<i>Black Volume:</i>	23,427	

Model Intro Date: 4/1/2013

<i>Date</i>	<i>Comments</i>
4/21/2016	Apparently A63P011000442 was replaced under warranty with a new BH3301 printer, serial number A63P015000627. This was noticed by SPC reporting in FM Audit at the same IP Address as the original printer, with the start date of 3/25/16, which was the same as the last reporting date for the original printer. Confirmed with vendor 4/21/16.

Equipment Details

Woodbury Middle

Copy Center Room 158

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 872,676	
A4EW011002529	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 1,361,534	
KMBS - 9320 1892		<i>Black Volume:</i> 488,858	

Model Intro Date: 6/1/2012

<i>Date</i>	<i>Comments</i>
1/20/2016	Fred Veader responded to my request for follow up. He stated that their Print Production Tech went by and checked to make sure both machines were fully functional and cleaned up some staples inside the machine. Followed up with client to confirm copier running properly and staple issue was addressed. (See issue for A4EW011002521. Client complained problem with staples breaking up in both copiers.)
2/11/2016	Sent follow up to Deborah Payne (IT) to see how things were going. She said she checked in with Woodbury staff and they told her "things have been going okay so far, not nearly as many jams as had been earlier."

Equipment Details

Woodbury Middle

Main Office Mail Room

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 883,386	
A4EW011002521	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 1,383,492	
KMBS - 9320 1897		<i>Black Volume:</i> 500,106	

Model Intro Date: 6/1/2012

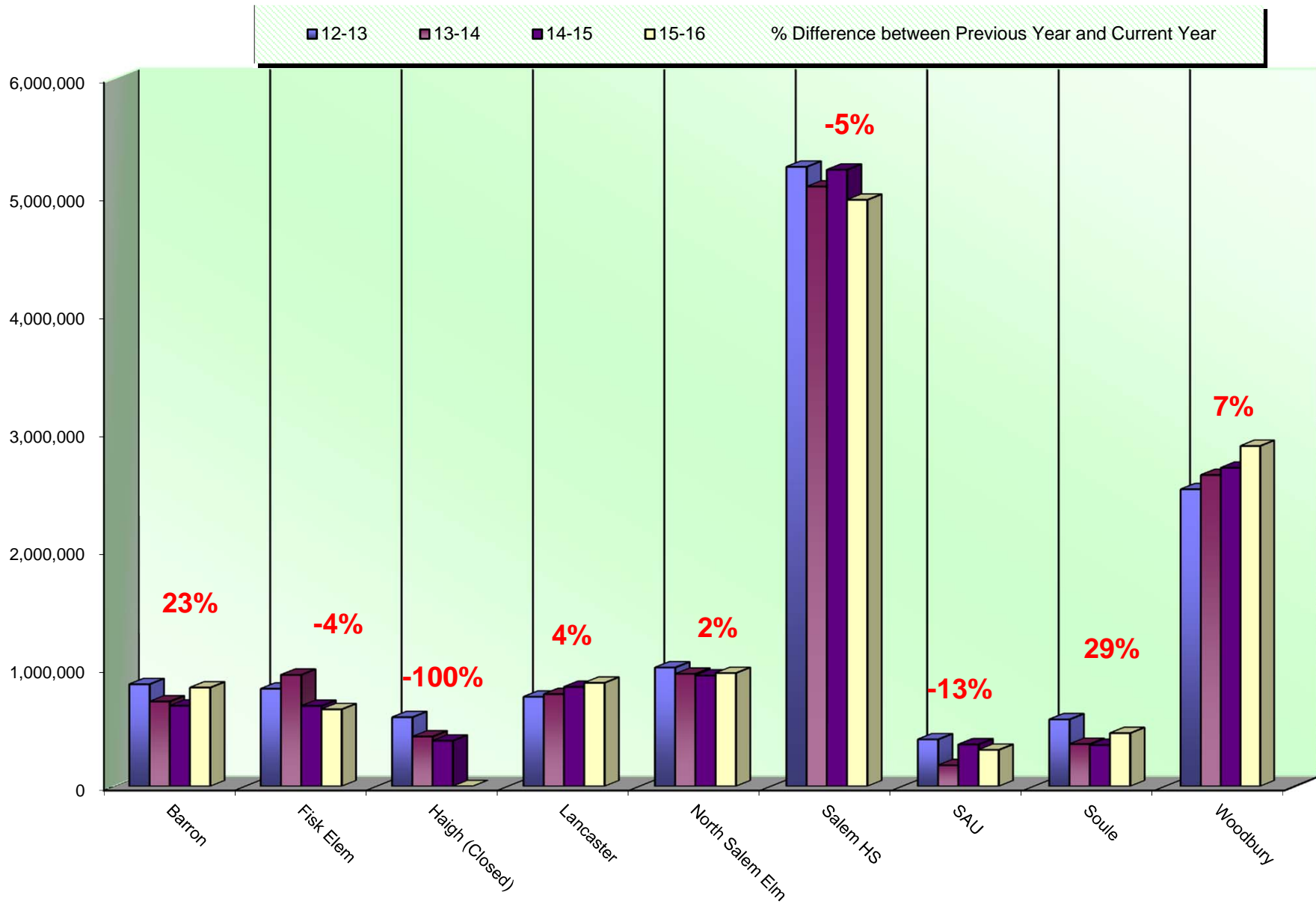
<i>Date</i>	<i>Comments</i>
10/24/2015	On 10/23/14, Joyce Hatfield sent an email to Deborah Payne stating the copier had jamming issues and have put in many service calls. The technician claimed it had to do with the Mason brand paper they were using. When brought to John Cox's attention, he did not believe paper would be the issue, but he wanted to look at the jam record; service history did not reveal anything out of the ordinary. After speaking with the technician, John stated David Hanlon was able to provide some additional training to the end users on clearing misfeeds, loading paper, and telling the copier what type of paper was being used. He stated David did correct an issue with the right vertical transport that was damaged by an operator clearing a jam. The Jam Indicators of the machine were consistent with the performance of the same copier at other schools. Nothing out of the ordinary. Deborah was appreciative of the update. No CEC was filed; complaint was closed.
12/9/2015	On 12/9, Deborah Payne wrote that they were having numerous problems with the copier, stating it kept jamming in the same two places and the service tech had been there many times. She provided pictures of the copier with staples having fallen out and scattered over the finisher. I requested a service history that showed no significant calls for the past year other than a couple in September where a feed roller was replaced and then two in December with a third taking place 12/9. Following up with vendor to find out what took place at the service call today and what can be done to resolve the issues. No CEC filed at this time.
1/20/2016	Fred Veader responded to my request for follow up. He stated that their Print Production Tech went by and checked to make sure both machines were fully functional and cleaned up some staples inside the machine. Followed up with client to confirm copier running properly and staple issue was addressed.
2/11/2016	Sent follow up to Deborah Payne (IT) to see how things were going. She said she checked in with Woodbury staff and they told her "things have been going okay so far, not nearly as many jams as had been earlier."

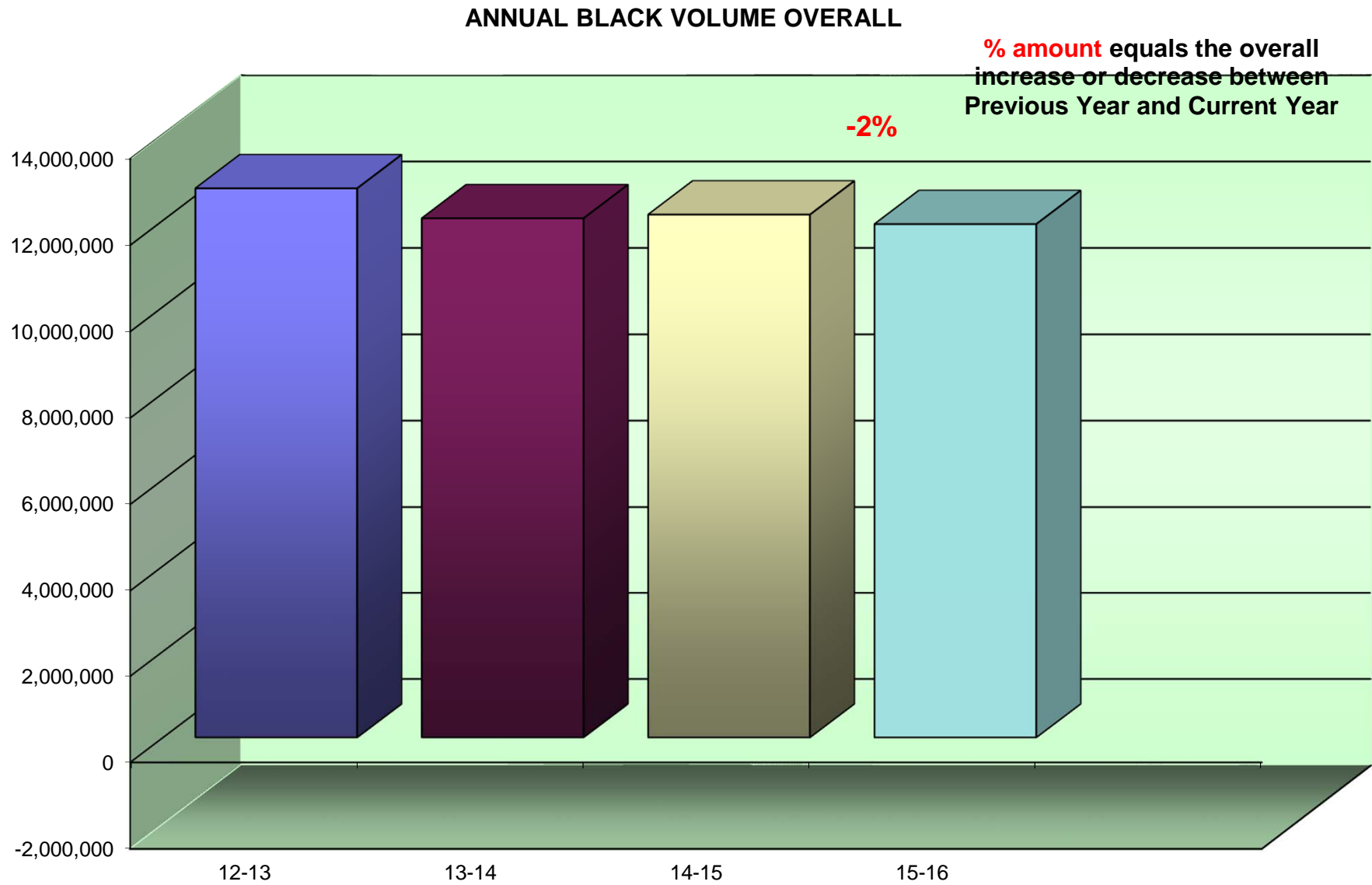
Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Barron Elementary	Main Office	Konica Minolta BHc35	A121011301752	9535 7673	11/20/2016
Salem High	Guidance Office	Konica Minolta BH3300P	A63P011000442	9342 4886	3/25/2016
Salem High	Room 103	Konica Minolta BH754E	A55V017000420	9353 7703	6/30/2016
Soule Elementary	Kitchen Office	Konica Minolta BH3300P	A63P011000116	9353 7660	7/15/2015
Soule Elementary	Main Office	Konica Minolta BHc35	A121011301458a	9353 7520	6/30/2016
Woodbury Middle	Main Office	Konica Minolta BH3300P	A63P011000414	8802 6000	6/30/2016
Woodbury Middle	Room 131 Music	Konica Minolta BH3300P	A63P011000420	8802 5996	1/25/2016
Woodbury Middle	Room 54	Konica Minolta BH3300P	A63P011000478	8802 1613	7/10/2015

ANNUAL BLACK VOLUME BY BUILDING





Average Student to Copy Usage – Black Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	402	831,061	\$16,206.61	2,067	\$40.31
Fisk Elementary	213	647,926	\$12,667.41	3,042	\$59.47
Lancaster Elementary School	298	870,954	\$16,960.55	2,923	\$56.91
North Salem Elementary	349	953,347	\$18,611.14	2,732	\$53.33
Salem High	1,211	4,970,086	\$97,342.43	4,104	\$80.38
SAU 57 District	0	306,531	\$6,154.28	0	\$0.00
Soule Elementary	231	447,590	\$8,721.34	1,938	\$37.75
Woodbury Middle	892	2,882,241	\$56,369.16	3,231	\$63.19
Totals	3,596	11,909,736	\$233,032.92	3,312	\$64.80

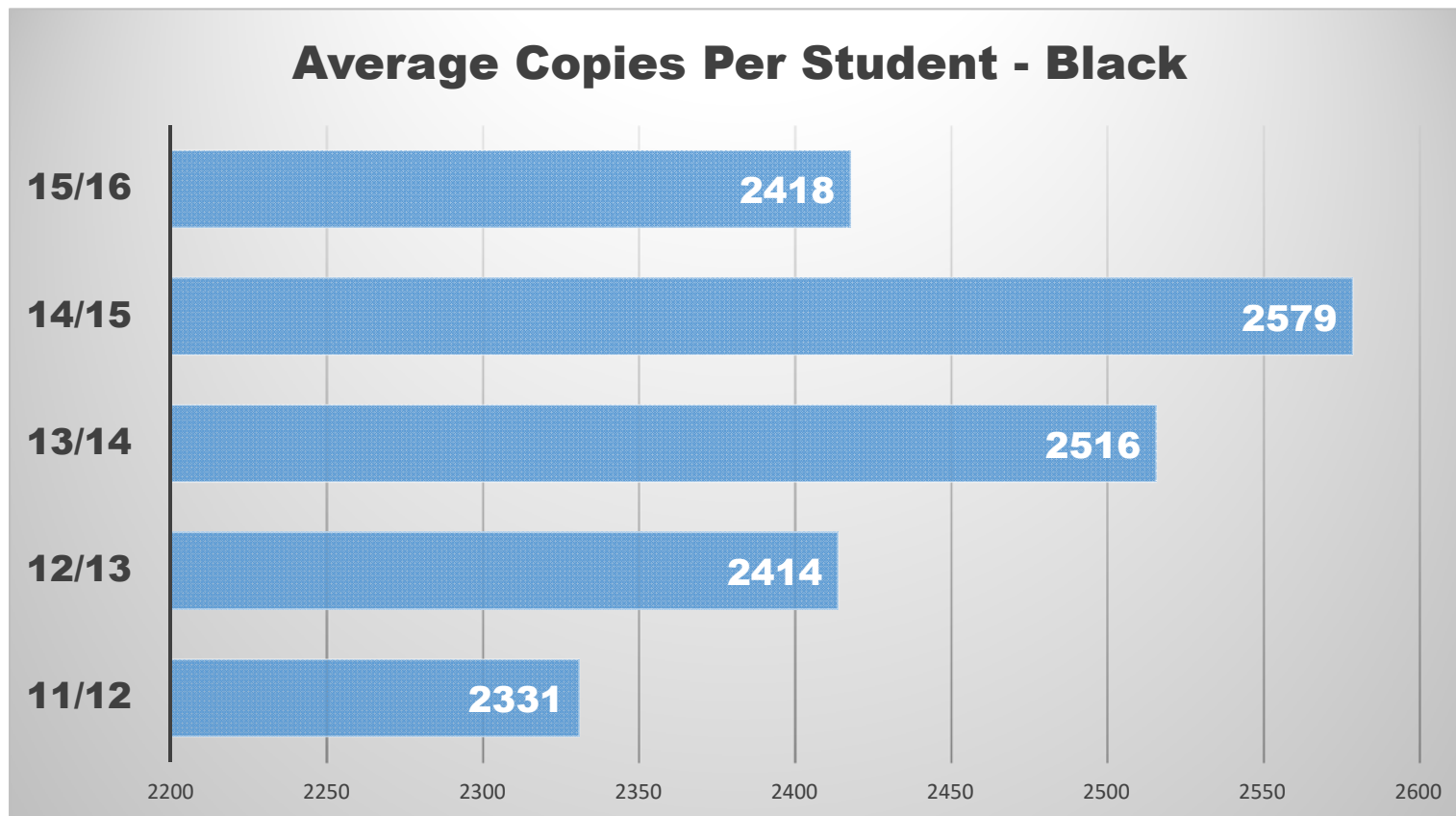
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

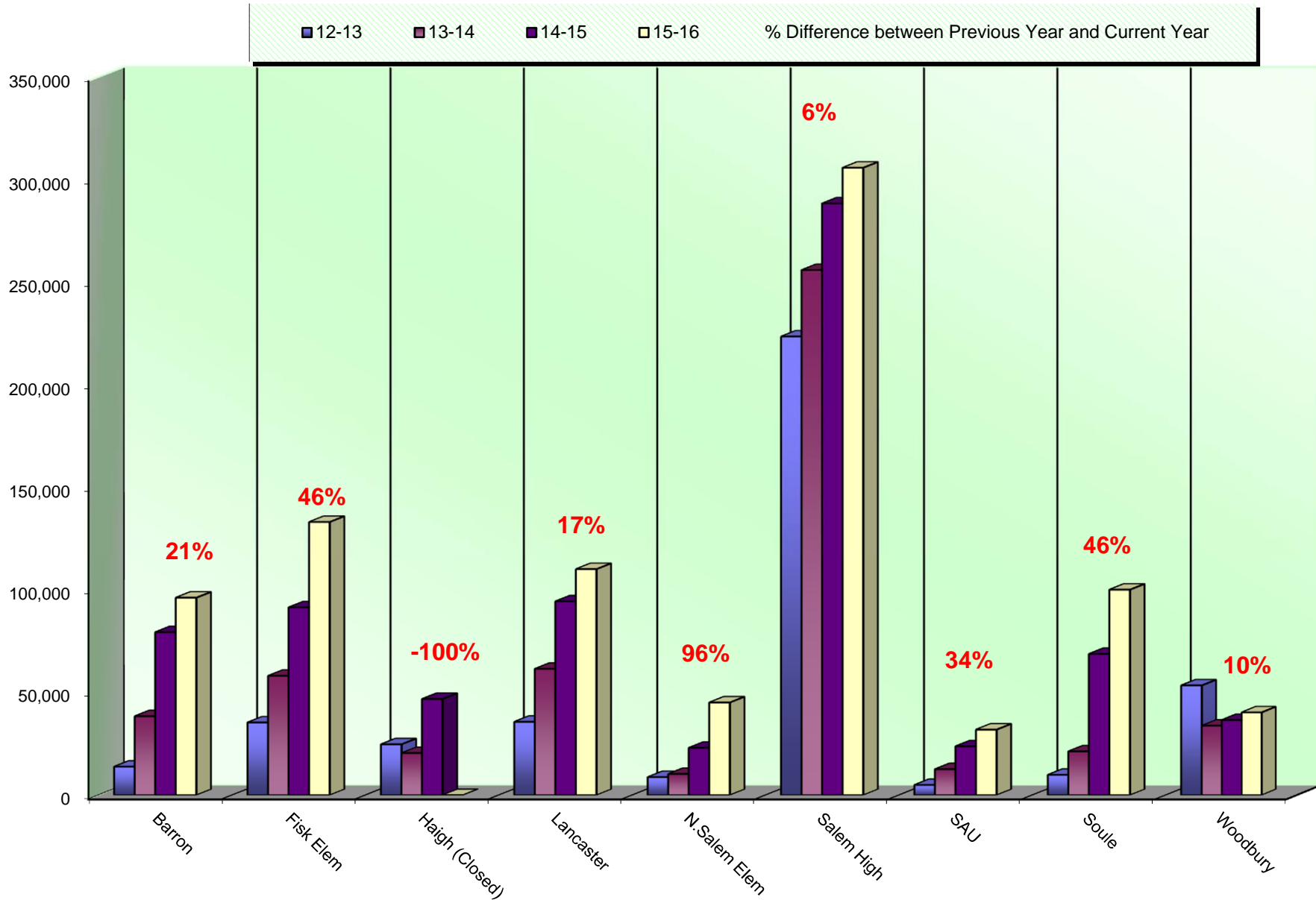
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

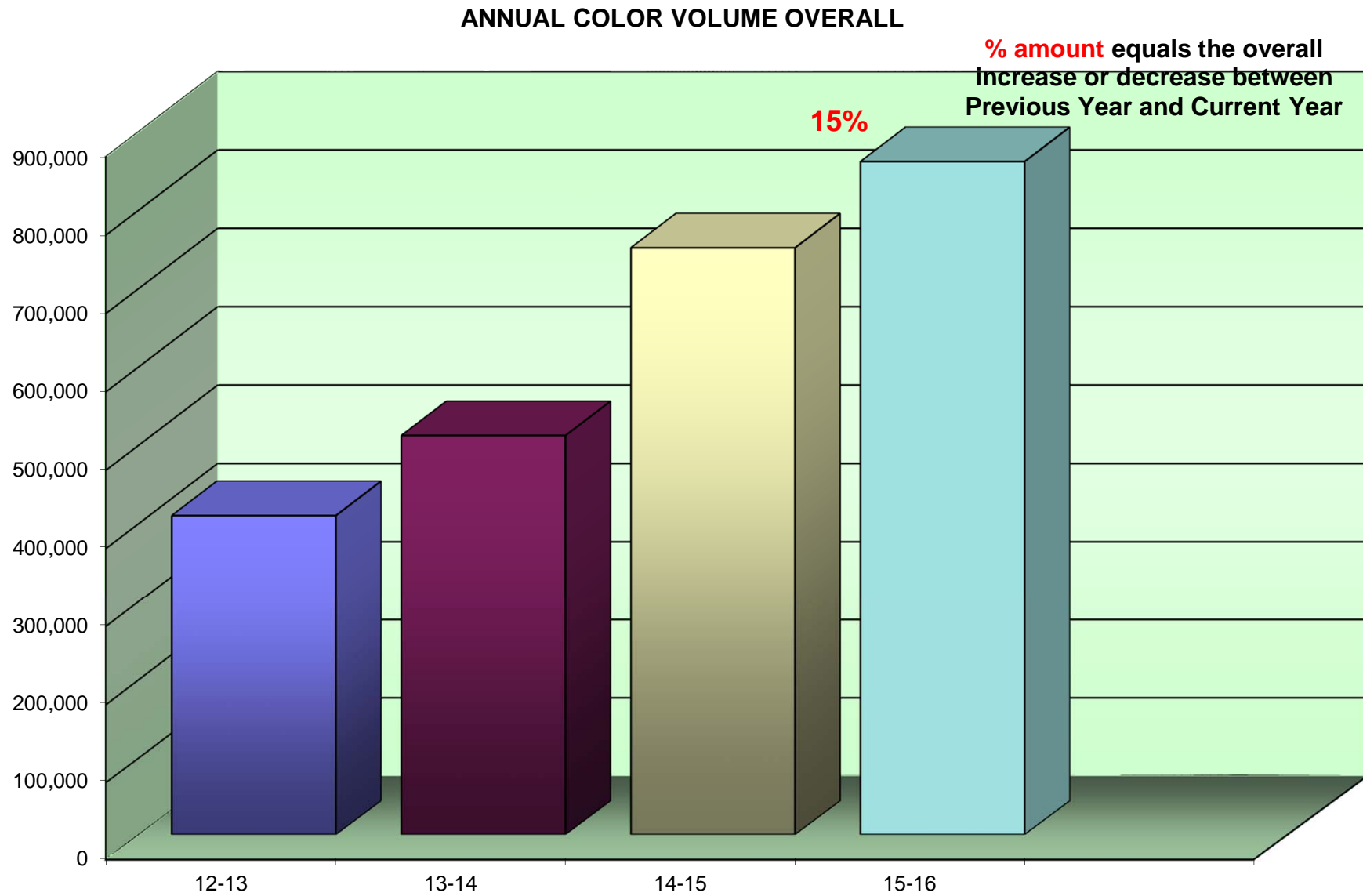
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	402	95,950	\$4,840.68	239	\$12.04
Fisk Elementary	213	133,148	\$6,717.32	625	\$31.54
Lancaster Elementary School	298	109,834	\$5,669.37	369	\$19.02
North Salem Elementary	349	45,021	\$2,271.31	129	\$6.51
Salem High	1,211	305,737	\$15,766.09	252	\$13.02
SAU 57 District	0	31,839	\$1,606.28	0	\$0.00
Soule Elementary	231	99,844	\$5,037.13	432	\$21.81
Woodbury Middle	892	40,198	\$2,029.04	45	\$2.27
Totals	3,596	861,571	\$43,937.21	240	\$12.22

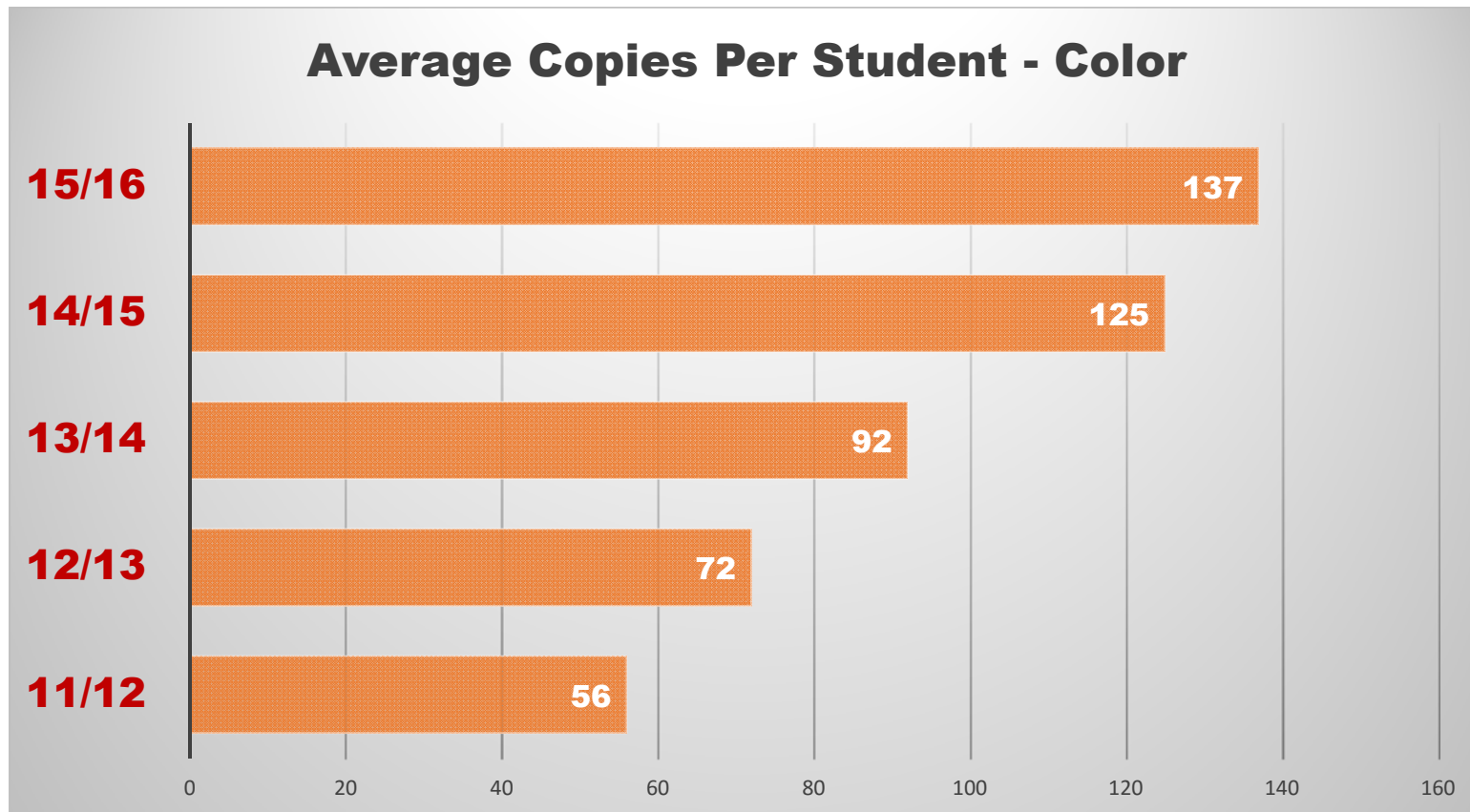
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

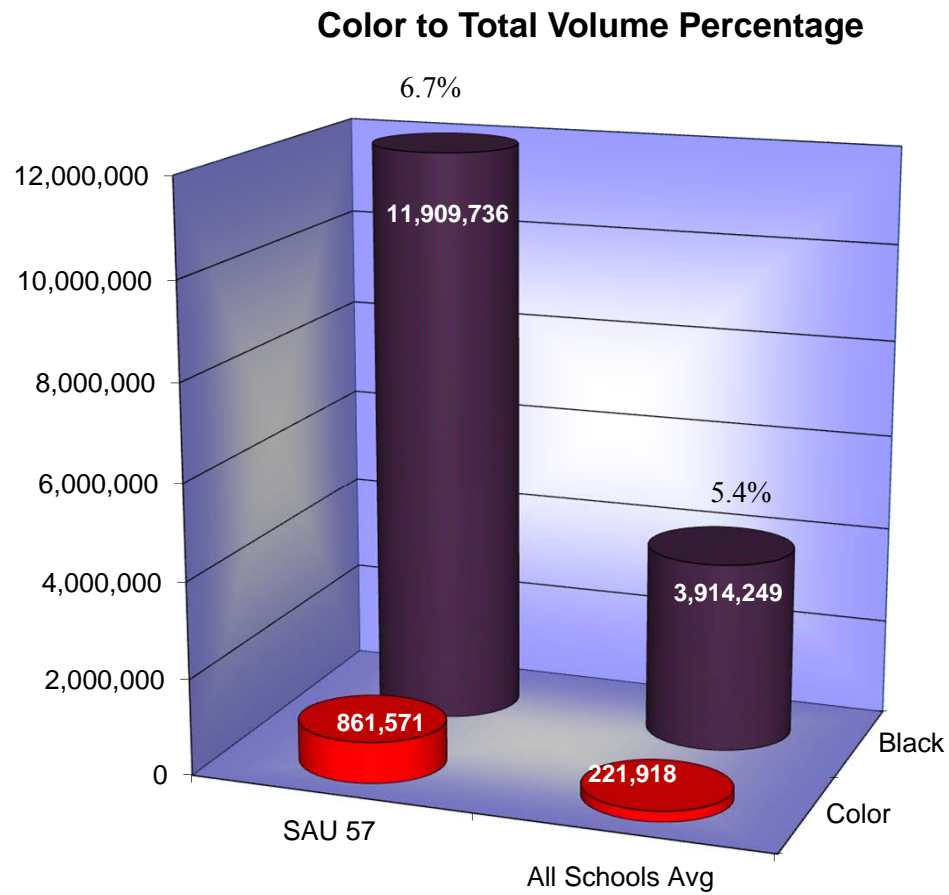
Cost Comparison – Color

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

**Total District Cost refers to the cost of Service, Supplies and Paper. Equipment is calculated only into the Black Volume.*





Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
BARRON ELEMENTARY					
<i>Computer Lab Room 224</i>					
Konica Minolta BH754E / 75 PPM	405,993	620,801	214,808	\$0.003900	None at this time.
A55V017000406 / 9320 1886				\$837.75	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Kitchen Office</i>					
Konica Minolta BH3300P / 35 PPM	3,810	8,257	4,447	\$0.006120	None at this time.
A63P011000464 / 8802 5916				\$27.22	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 12/15/2013	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BARRON ELEMENTARY						
Library						
Konica Minolta BH3300P / 35 PPM	5,353	10,892	5,539	\$0.006120	None at this time.	
A63P011000473 / 8802 5917				\$33.90		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Mail Office Room 141						
Konica Minolta BH454 / 45 PPM	190,130	222,326	32,196	\$0.003900	Underused! Shift volume from Staff Lounge Room 131.	
A61E011000365 / 9353 7682				\$125.56		
1,000,000 / 07/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BARRON ELEMENTARY					
Main Office					
Konica Minolta BHc35 / 31 PPM	48,167	61,623	13,456	\$0.003900	None at this time.
A121011018395 /				\$52.48	
750,000 / 07/2010	20,268	23,740	3,472	\$0.04995	
Color Photocopier				\$173.43	
KMBS					
Konica Minolta BHc35 / 31 PPM	63,858	72,687	8,829	\$0.003900	Traded; replaced with A121011018395.
A121011301752 / 9535 7673				\$34.43	
750,000 / 07/2010	26,348	28,879	2,531	\$0.04995	
Color Photocopier				\$126.42	
KMBS					
Konica Minolta BHC654 / 65 PPM	128,163	393,444	265,281	\$0.003900	None at this time.
A2X1017002013 / 9320 1891				\$1,034.60	
3,000,000 / 02/2012	81,067	171,014	89,947	\$0.04995	
Color Photocopier				\$4,492.85	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BARRON ELEMENTARY					
Main Office - MICR included					
HP Laser Jet Pro M401dne / 35 PPM PHGFB03552 / 750,000 / 01/2013 Black Network Printer	0	5,370	5,370	\$0.008750 \$46.99	None at this time.
	0	0	0	\$0.00000 \$0.00	
AXIS					
Staff Lounge Room 131					
Konica Minolta BH454 / 45 PPM A61E011000399 / 9320 1899 1,000,000 / 07/2012 Black Photocopier	261,181	542,316	281,135	\$0.003900 \$1,096.43	Overused! Shift volume to Mail Room.
	0	0	0	\$0.00000 \$0.00	
KMBS					
Subtotals Black			831,061	\$3,289.35	
Subtotals Color			95,950	\$4,792.70	

Date of Last Upgrade: 12/15/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
FISK ELEMENTARY					
Cafeteria					
Konica Minolta BH3300P / 35 PPM A63P011000097 / 9353 7663 750,000 / 04/2013 Black Network Printer	4,765 0	7,582 0	2,817 0	\$0.006120 \$17.24 \$0.00000 \$0.00	None at this time.
KMBS					
Library Room EG14					
Konica Minolta BH3300P / 35 PPM A63P011000089 / 9353 7664 750,000 / 04/2013 Black Network Printer	7,899 0	11,280 0	3,381 0	\$0.006120 \$20.69 \$0.00000 \$0.00	None at this time.
KMBS					
Library Storage Room					
Konica Minolta BH454 / 45 PPM A61E011000137 / 9353 7668 1,000,000 / 07/2012 Black Photocopier	177,199 0	313,017 0	135,818 0	\$0.003900 \$529.69 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FISK ELEMENTARY						
Main Office						
Konica Minolta BHC454 / 45 PPM	67,845	120,015	52,170	\$0.003900	None at this time.	
A5C0011005978 / 9320 1980				\$203.46		
1,000,000 / 07/2012	54,608	116,977	62,369	\$0.04995		
Color Photocopier				\$3,115.33		
KMBS						
Main Office - MICR Included						
HP Laser Jet Pro M401dne / 35 PPM	17,215	28,687	11,472	\$0.008750	None at this time.	
JPGFH01537 /				\$100.38		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
FISK ELEMENTARY					
Publishing Center Room E108					
Konica Minolta BH754E / 75 PPM	259,143	380,594	121,451	\$0.003900	Underused! Shift volume from Room 4.
A55V017000389 / 9353 7662				\$473.66	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC654 / 65 PPM	239,329	349,581	110,252	\$0.003900	None at this time.
A2X1017002110 / 9353 7666				\$429.98	
3,000,000 / 02/2012	80,377	151,156	70,779	\$0.04995	
Color Photocopier				\$3,535.41	
KMBS					
Room 4					
Konica Minolta BH454 / 45 PPM	273,217	483,782	210,565	\$0.003900	Overused! Shift volume to Publishing Center.
A61E011000008 / 9535 7667				\$821.20	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			647,926	\$2,596.31	
Subtotals Color			133,148	\$6,650.74	

Date of Last Upgrade: 12/15/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LANCASTER ELEMENTARY SCHOOL					
Alcove 2nd Floor					
Konica Minolta BH454 / 45 PPM A61E011000343 / 9353 7675 1,000,000 / 07/2012 Black Photocopier KMBS	304,987 0	534,636 0	229,649 0	\$0.003900 \$895.63 \$0.00000 \$0.00	Overused! Shift volume to Mail Room Copier.
Kitchen Office					
Konica Minolta BH3300P / 35 PPM A63P011000470 / 9323 8171 750,000 / 04/2013 Black Network Printer KMBS	7,428 0	12,755 0	5,327 0	\$0.006120 \$32.60 \$0.00000 \$0.00	None at this time.
Library Hall Mobile Cart					
Konica Minolta BHc35 / 31 PPM A121011301546 / 9320 1887 750,000 / 07/2010 Color Photocopier KMBS	65,809 8,957	105,237 13,385	39,428 4,428	\$0.003900 \$153.77 \$0.04995 \$221.18	None at this time.

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LANCASTER ELEMENTARY SCHOOL					
Mail Room					
Konica Minolta BH754E / 75 PPM	423,944	688,376	264,432	\$0.003900	Underused! Shift volume from Alcove 2nd Floor.
A55V017000403 / 9353 7670				\$1,031.28	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	435,096	760,698	325,602	\$0.003900	None at this time.
A2X1017002105 / 9353 7672				\$1,269.85	
3,000,000 / 02/2012	122,812	225,681	102,869	\$0.04995	
Color Photocopier				\$5,138.31	
KMBS					
Main Office - MICR Included					
HP Laser Jet Pro M401dne / 35 PPM	906	906	0	\$0.008750	Not being used. Why?
JPGFH01533 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 12/15/2013	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
LANCASTER ELEMENTARY SCHOOL						
Room 133						
Konica Minolta BH20 / 32 PPM	38,840	45,176	6,336	\$0.006120	None at this time.	
A32R012024805 / 8802 1594				\$38.78		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						
Room 204						
HP Color Laser Jet 3600c / 17 PPM	11,148	11,328	180	\$0.008750	11 years from Intro.	
CNWBD35346 /				\$1.58		
200,000 / 11/2005	43,809	46,346	2,537	\$0.10000		
Color Network Printer				\$253.70		
AXIS						
Subtotals Black			870,954	\$3,423.49		
Subtotals Color			109,834	\$5,613.19		

					Date of Last Upgrade: 12/15/2013	
Make-Model / Speed						
Serial Number / Vendor ID						
Life / Intro Date						
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NORTH SALEM ELEMENTARY						
Cafeteria						
Konica Minolta BH3300P / 35 PPM	7,235	11,817	4,582	\$0.006120	None at this time.	
A63P011000436 / 8802 5480				\$28.04		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Janice's Office						
Konica Minolta BH3300P / 35 PPM	5,053	7,288	2,235	\$0.006120	None at this time.	
A63P011000465 / 8802 5472				\$13.68		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Library						
Konica Minolta BH3300P / 35 PPM	33,274	60,237	26,963	\$0.006120	None at this time.	
A63P011000471 / 8802 5473				\$165.01		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
NORTH SALEM ELEMENTARY					
Library Hallway					
Konica Minolta BH454 / 45 PPM	318,156	509,895	191,739	\$0.003900	Overused! Shift volume to Staff Work Room.
A61E011000542 / 9320 1898				\$747.78	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	584,745	984,640	399,895	\$0.003900	None at this time.
A2X1017002132 / 9353 7674				\$1,559.59	
3,000,000 / 02/2012	30,039	75,060	45,021	\$0.04995	
Color Photocopier				\$2,248.80	
KMBS					
Staff Work Room					
Konica Minolta BH951 / 95 PPM	488,035	815,968	327,933	\$0.003900	Underused! Shift volume from Library Hallway.
A4EW011002573 / 9320 1888				\$1,278.94	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			953,347	\$3,793.04	
Subtotals Color			45,021	\$2,248.80	

					Date of Last Upgrade: 12/15/2013	
Make-Model / Speed						
Serial Number / Vendor ID						
Life / Intro Date	7/1/2015	6/30/2016	2015-16			
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations	
SALEM HIGH						
Area Director						
Konica Minolta BH4000P / 42 PPM	13,242	19,554	6,312	\$0.006120	None at this time.	
A63R011002417 / 9342 4876				\$38.63		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Athletic Training Room 147						
Konica Minolta BH20 / 32 PPM	14,192	23,323	9,131	\$0.006120	None at this time.	
A32R012024538 / 8802 1617				\$55.88		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						
Auto Shop Office						
Konica Minolta BH3300P / 35 PPM	6,521	9,915	3,394	\$0.006120	None at this time.	
A63P011000619 / 9342 4882				\$20.77		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
BioTech Classroom					
Konica Minolta MC 4750DN / 31 PPM A0VD012300168 / 9323 8177 750,000 / 09/2010 Color Network Printer	7,635	11,890	4,255	\$0.006120 \$26.04	None at this time.
	22,022	25,860	3,838	\$0.05625 \$215.89	
KMBS					
CTE Check Printer					
Konica Minolta MC 4750DN / 31 PPM A0VD012300185 / 8802 1620 750,000 / 09/2010 Color Network Printer	42,351	73,821	31,470	\$0.006120 \$192.60	None at this time.
	5,185	10,251	5,066	\$0.05625 \$284.96	
KMBS					
CTE Conference Room V200					
Konica Minolta BH754E / 75 PPM A55V017000413 / 9353 7696 4,000,000 / 01/2013 Black Photocopier	147,383	300,962	153,579	\$0.003900 \$598.96	None at this time.
	0	0	0	\$0.00000 \$0.00	
KMBS					

Date of Last Upgrade: 12/15/2013						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SALEM HIGH						
CTE Office						
Konica Minolta BH951 / 95 PPM A4EW011002336 / 9353 7691 5,000,000 / 06/2012 Black Photocopier	640,502 0	1,027,118 0	386,616 0	\$0.003900 \$1,507.80 \$0.00000 \$0.00	None at this time.	
KMBS						
CTE Teachers' Room						
Konica Minolta BH951 / 95 PPM A4EW011002324 / 9320 1906 5,000,000 / 06/2012 Black Photocopier	349,487 0	569,394 0	219,907 0	\$0.003900 \$857.64 \$0.00000 \$0.00		None at this time.
KMBS						
Food Service Office						
Konica Minolta BH20 / 32 PPM A32R012024542 / 8802 5823 750,000 / 08/2010 Black Laser MFP	41,995 0	61,224 0	19,229 0	\$0.006120 \$117.68 \$0.00000 \$0.00	None at this time.	
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Guidance Office					
Konica Minolta BH3300P / 35 PPM	54,999	78,426	23,427	\$0.006120	Traded; replaced with A63P015000627.
A63P011000442 / 9342 4886				\$143.37	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH3301P / 35 PPM	5	8,506	8,501	\$0.006120	None at this time.
A63P015000627 /				\$52.03	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH454 / 45 PPM	386,179	427,655	41,476	\$0.003900	None at this time.
A61E011000397 / 9353 7692				\$161.76	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC654 / 65 PPM	298,037	598,973	300,936	\$0.003900	None at this time.
A2X1017002015 / 9353 7694				\$1,173.65	
3,000,000 / 02/2012	38,805	72,192	33,387	\$0.04995	
Color Photocopier				\$1,667.68	
KMBS					

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>2015-16</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	
SALEM HIGH					
<i>Health Occupations Room V214</i>					
Konica Minolta MC 4750DN / 31 PPM	21,769	36,885	15,116	\$0.006120	None at this time.
A0VD012300175 / 8802 1619				\$92.51	
750,000 / 09/2010	7,300	8,279	979	\$0.05625	
Color Network Printer				\$55.07	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
IT Office Spare					
Konica Minolta BH3300P / 35 PPM A63P011000606 / 9323 8176 750,000 / 04/2013 Black Network Printer	7,148 0	7,148 0	0 0	\$0.006120 \$0.00 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BH3300P / 35 PPM A63P011000496 / 9323 8170 750,000 / 04/2013 Black Network Printer	3,792 0	3,792 0	0 0	\$0.006120 \$0.00 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BH4000P / 42 PPM A63R011002420 / 9342 4877 1,000,000 / 04/2013 Black Network Printer	3,106 0	3,106 0	0 0	\$0.006120 \$0.00 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	2,635	6,795	4,160	\$0.006120	None at this time.
A63P011000462 / 9342 4881				\$25.46	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SALEM HIGH					
Library					
Konica Minolta BH3300P / 35 PPM	65,578	109,875	44,297	\$0.006120	None at this time.
A63P011000461 / 9342 4885				\$271.10	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH454 / 45 PPM	444,489	765,201	320,712	\$0.003900	Overused! Shift volume to KH BH951 in the Library.
A61E011000461 / 9320 1913				\$1,250.78	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	896,432	1,569,533	673,101	\$0.003900	This 951 can take some of the volume from the BH454 in the Library.
A4EW011002513 / 9320 1912				\$2,625.09	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC454 / 45 PPM	103,799	251,923	148,124	\$0.003900	None at this time.
A5C0011005954 / 9342 4869				\$577.68	
1,000,000 / 07/2012	113,415	220,146	106,731	\$0.04995	
Color Photocopier				\$5,331.21	
KMBS					

					Date of Last Upgrade: 12/15/2013	
Make-Model / Speed						
Serial Number / Vendor ID						
Life / Intro Date	7/1/2015	6/30/2016	2015-16			
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations	
SALEM HIGH						
Main Office Accounts Payable						
HP Laser Jet Pro M401dne / 35 PPM	8,043	12,679	4,636	\$0.008750	None at this time.	
JPGFH01541 /				\$40.57		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Maintenance Garage						
Konica Minolta BH3300P / 35 PPM	1,566	3,134	1,568	\$0.006120	None at this time.	
A63P011000463 / 9342 4884				\$9.60		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Nurse's Office						
Konica Minolta BH3300P / 35 PPM	1,489	3,155	1,666	\$0.006120	None at this time.	
A63P011000601 / 9342 4870				\$10.20		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Portable Room 5					
Konica Minolta BH454 / 45 PPM	688,747	1,146,543	457,796	\$0.003900	Highly overused! Warranty expired! Can volume be shifted away from portable room?
A61E011000161 / 9353 7695				\$1,785.40	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 103					
Konica Minolta BH3300P / 35 PPM	7,292	8,385	1,093	\$0.006120	None at this time.
A63P011000460 / 9342 4879				\$6.69	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	269,508	355,124	85,616	\$0.003900	None at this time.
A55V017000420 / 9353 7703				\$333.90	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

				Date of Last Upgrade: 12/15/2013	
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SALEM HIGH					
Room 105					
Konica Minolta BH20 / 32 PPM	1,249	14,800	13,551	\$0.006120	None at this time.
A32R012025688 / 9348 5565				\$82.93	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 105 Dean's Office					
Konica Minolta BH20 / 32 PPM	12,045	19,316	7,271	\$0.006120	None at this time.
A32R012022295 /				\$44.50	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 112 IT Department					
Konica Minolta BHc35 / 31 PPM	9,960	19,148	9,188	\$0.003900	None at this time.
A121011301222 / 9323 8162				\$35.83	
750,000 / 07/2010	4,546	5,766	1,220	\$0.04995	
Color Photocopier				\$60.94	
KMBS					

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Room 125					
Konica Minolta BH4000P / 42 PPM	37,063	67,897	30,834	\$0.006120	None at this time.
A63R011002369 / 9342 4878				\$188.70	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 202 CTE Tech Office					
Konica Minolta BHC454 / 45 PPM	38,004	54,613	16,609	\$0.003900	None at this time.
A5C0011003255 / 9320 1755				\$64.78	
1,000,000 / 07/2012	152,436	236,610	84,174	\$0.04995	
Color Photocopier				\$4,204.49	
KMBS					
Room 243					
Konica Minolta BH3300P / 35 PPM	51,366	91,553	40,187	\$0.006120	None at this time.
A63P011000425 / 9342 4880				\$245.94	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Room 258					
Konica Minolta BHc35 / 31 PPM	43,263	67,795	24,532	\$0.003900	None at this time.
A121011301513 / 9320 1908				\$95.67	
750,000 / 07/2010	5,284	9,329	4,045	\$0.04995	
Color Photocopier				\$202.05	
KMBS					
Room 260 Lab					
Konica Minolta BHc35 / 31 PPM	56,304	96,886	40,582	\$0.003900	None at this time.
A121011301547 / 9320 1910				\$158.27	
750,000 / 07/2010	23,640	32,425	8,785	\$0.04995	
Color Photocopier				\$438.81	
KMBS					
Room V119					
Konica Minolta MC 4750DN / 31 PPM	1,662	4,087	2,425	\$0.006120	None at this time.
A0VD012300189 / 8802 1621				\$14.84	
750,000 / 09/2010	4,384	7,901	3,517	\$0.05625	
Color Network Printer				\$197.83	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Room V53					
Konica Minolta BHc35 / 31 PPM A121011301650 / 9353 7689 750,000 / 07/2010 Color Photocopier	67,506	94,389	26,883	\$0.003900 \$104.84	None at this time.
	18,301	29,619	11,318	\$0.04995 \$565.33	
KMBS					
School Store Room 135					
Konica Minolta BHc35 / 31 PPM A121011301648 / 9353 7687 750,000 / 07/2010 Color Photocopier	39,407	60,988	21,581	\$0.003900 \$84.17	None at this time.
	6,136	8,493	2,357	\$0.04995 \$117.73	
KMBS					
Science Wing - Print Room					
Konica Minolta BH951 / 95 PPM A4EW011002527 / 9320 1907 5,000,000 / 06/2012 Black Photocopier	920,790	1,031,383	110,593	\$0.003900 \$431.31	None at this time.
	0	0	0	\$0.00000 \$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SALEM HIGH						
<i>Special Education Room 230</i>						
Konica Minolta BH454 / 45 PPM	120,898	176,457	55,559	\$0.003900	None at this time.	
A61E011000257 / 9320 1914				\$216.68		
1,000,000 / 07/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>STORAGE (from Room 201)</i>						
Konica Minolta BH3300P / 35 PPM	6,720	6,720	0	\$0.006120	None at this time.	
A63P011000468 / 9342 4883				\$0.00		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Teachers' Lounge Room 203</i>						
Konica Minolta BH951 / 95 PPM	924,833	1,554,888	630,055	\$0.003900	None at this time.	
A4EW011002306 / 9320 1911				\$2,457.21		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

				Date of Last Upgrade: 12/15/2013	
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SALEM HIGH					
Teachers' Lounge Room 235					
Konica Minolta BH951 / 95 PPM	1,148,505	2,083,058	934,553	\$0.003900	None at this time.
A4EW011002309 / 9353 7690				\$3,644.76	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta MC 4750DN / 31 PPM	43,418	72,984	29,566	\$0.006120	None at this time.
A0VD012300134 / 8802 1618				\$180.94	
750,000 / 09/2010	25,029	27,923	2,894	\$0.05625	
Color Network Printer				\$162.79	
KMBS					
Tech Ed Room V61					
Konica Minolta MC 4750DN / 31 PPM	1,836	10,760	8,924	\$0.006120	None at this time.
A0VD012300171 / 8802 1622				\$54.61	
750,000 / 09/2010	469	3,271	2,802	\$0.05625	
Color Network Printer				\$157.61	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
SALEM HIGH					
Unknown					
Konica Minolta MC 4750DN / 31 PPM	1,175	2,250	1,075	\$0.006120	None at this time.
A0VD012300103 /				\$6.58	
750,000 / 09/2010	48,174	82,798	34,624	\$0.05625	
Color Network Printer				\$1,947.60	
KMBS					
Subtotals Black			4,970,086	\$20,088.36	
Subtotals Color			305,737	\$15,610.00	

					Date of Last Upgrade: 12/15/2013
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 57 DISTRICT					
Accounts Payable					
Konica Minolta BH4000P / 42 PPM A63R011002399 / 8802 5918 1,000,000 / 04/2013 Black Network Printer	73,849 0	120,989 0	47,140 0	\$0.006120 \$288.50 \$0.00000 \$0.00	None at this time.
KMBS					
Admin Supt.					
Konica Minolta BH4000P / 42 PPM A63R011002416 / 8802 5918 1,000,000 / 04/2013 Black Network Printer	34,129 0	52,458 0	18,329 0	\$0.006120 \$112.17 \$0.00000 \$0.00	None at this time.
KMBS					
Administrative Assistant to Supt.					
Konica Minolta BH4000P / 42 PPM A63R011002426 / 8802 5919 1,000,000 / 04/2013 Black Network Printer	30,439 0	51,819 0	21,380 0	\$0.006120 \$130.85 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAU 57 DISTRICT						
Basement Storage						
Konica Minolta BH754E / 75 PPM	500,426	500,426	0	\$0.003900	None at this time.	
A55V017000412 / 9353 7671				\$0.00		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Data Entry Office (formerly @ Soule)						
Konica Minolta BHc35 / 31 PPM	45,644	48,203	2,559	\$0.003900	None at this time.	
A121011301458 /				\$9.98		
750,000 / 07/2010	15,204	15,239	35	\$0.04995		
Color Photocopier				\$1.75		
KMBS						
Main Office						
Konica Minolta BHC654 / 65 PPM	132,590	227,093	94,503	\$0.003900	None at this time.	
A2X1017002022 / 9320 1904				\$368.56		
3,000,000 / 02/2012	32,559	64,363	31,804	\$0.04995		
Color Photocopier				\$1,588.61		
KMBS						

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>						
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAU 57 DISTRICT						
Main Office Side Room						
Konica Minolta BH754E / 75 PPM	262,291	384,911	122,620	\$0.003900	None at this time.	
A55V017000395 / 9353 7686				\$478.22		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			306,531	\$1,388.28		
Subtotals Color			31,839	\$1,590.36		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SOULE ELEMENTARY					
<i>Kitchen Office</i>					
Konica Minolta BH3300P / 35 PPM	50	4,656	4,606	\$0.006120	None at this time.
A63P011003066 /				\$28.19	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH3300P / 35 PPM	5,732	5,732	0	\$0.006120	Traded; replaced with A63P011003066.
A63P011000116 / 9353 7660				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 12/15/2013	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SOULE ELEMENTARY					
Library					
Konica Minolta BH3300P / 35 PPM A63P011000629 / 9353 7661 750,000 / 04/2013 Black Network Printer	2,725 0	5,224 0	2,499 0	\$0.006120 \$15.29 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC454 / 45 PPM A5C0011005975 / 9353 7680 1,000,000 / 07/2012 Color Photocopier	203,531 77,736	402,943 142,120	199,412 64,384	\$0.003900 \$777.71 \$0.04995 \$3,215.98	None at this time.
KMBS					
Mail Room					
Konica Minolta BHC454 / 45 PPM A5C0011005991 / 9353 7683 1,000,000 / 07/2012 Color Photocopier	96,826 41,494	144,082 73,486	47,256 31,992	\$0.003900 \$184.30 \$0.04995 \$1,598.00	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 12/15/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SOULE ELEMENTARY					
Main Office					
Konica Minolta BHc35 / 31 PPM A121011301458a / 9353 7520 750,000 / 07/2010 Color Photocopier	36,454	48,721	12,267	\$0.003900 \$47.84	Moved to District Office/Data Entry.
	12,149	15,617	3,468	\$0.04995 \$173.23	
KMBS					
Main Office - MICR Included					
HP Laser Jet Pro M401dne / 35 PPM PHGFC00513 / 750,000 / 01/2013 Black Network Printer	6,429	7,071	642	\$0.008750 \$5.62	None at this time.
	0	0	0	\$0.00000 \$0.00	
AXIS					
Teachers' Room					
Konica Minolta BH754E / 75 PPM A55V011000181 / 9348 4404 4,000,000 / 01/2013 Black Photocopier	327,587	471,679	144,092	\$0.003900 \$561.96	None at this time.
	0	0	0	\$0.00000 \$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SOULE ELEMENTARY					
<i>Title One</i>					
Konica Minolta BH454 / 45 PPM	50,700	87,516	36,816	\$0.003900	None at this time.
A61E011000376 / 9353 7665				\$143.58	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Subtotals Black</i>			447,590	\$1,764.49	
<i>Subtotals Color</i>			99,844	\$4,987.21	

Date of Last Upgrade: 12/15/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODBURY MIDDLE					
Cafeteria					
Konica Minolta BH3300P / 35 PPM A63P011000467 / 8802 5999 750,000 / 04/2013 Black Network Printer	4,667 0	9,579 0	4,912 0	\$0.006120 \$30.06 \$0.00000 \$0.00	None at this time.
KMBS					
Copy Center Room 158					
Konica Minolta BH951 / 95 PPM A4EW011002529 / 9320 1892 5,000,000 / 06/2012 Black Photocopier	872,676 0	1,361,534 0	488,858 0	\$0.003900 \$1,906.55 \$0.00000 \$0.00	None at this time.
KMBS					
Guidance Office					
Konica Minolta BH754E / 75 PPM A55V017000345 / 9320 1903 4,000,000 / 01/2013 Black Photocopier	570,225 0	1,120,393 0	550,168 0	\$0.003900 \$2,145.66 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
WOODBURY MIDDLE					
<i>Library</i>					
Konica Minolta BHc35 / 31 PPM A121011301517 / 750,000 / 07/2010 Color Photocopier	535	41,170	40,635	\$0.003900 \$158.48	None at this time.
	358	17,350	16,992	\$0.04995 \$848.75	
KMBS					

					Date of Last Upgrade: 12/15/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2015-16		
Vendor	7/1/2015 Meter	6/30/2016 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODBURY MIDDLE					
Main Office					
Konica Minolta BH3300P / 35 PPM	1,086	9,520	8,434	\$0.006120	None at this time.
A63P011003479 /				\$51.62	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH3300P / 35 PPM	19,438	34,945	15,507	\$0.006120	None at this time.
A63P011000466 / 8802 5920				\$94.90	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH3300P / 35 PPM	10,695	10,695	0	\$0.006120	Traded; replaced with A63P011000466.
A63P011000414 / 8802 6000				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Date of Last Upgrade: 12/15/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODBURY MIDDLE					
Main Office Mail Room					
Konica Minolta BH951 / 95 PPM A4EW011002521 / 9320 1897 5,000,000 / 06/2012 Black Photocopier	883,386 0	1,383,492 0	500,106 0	\$0.003900 \$1,950.41 \$0.00000 \$0.00	None at this time.
KMBS					
Principal's Office					
Konica Minolta MC 4750DN / 31 PPM A0VD012300172 / 8802 1616 750,000 / 09/2010 Color Network Printer	1,745 6	2,388 171	643 165	\$0.006120 \$3.94 \$0.05625 \$9.28	None at this time.
KMBS					
Room 118 - Nurse's Office					
Konica Minolta BH20 / 32 PPM A32R012024539 / 8802 1614 750,000 / 08/2010 Black Laser MFP	7,703 0	12,745 0	5,042 0	\$0.006120 \$30.86 \$0.00000 \$0.00	None at this time.
KMBS					

Date of Last Upgrade: 12/15/2013						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
WOODBURY MIDDLE						
Room 125						
Konica Minolta BH20 / 32 PPM A32R012024540 / 8802 1615 750,000 / 08/2010 Black Laser MFP	19,932 0	31,998 0	12,066 0	\$0.006120 \$73.84 \$0.00000 \$0.00	None at this time.	
KMBS						
Room 129						
Konica Minolta BH4000P / 42 PPM A63R011002452 / 8802 5998 1,000,000 / 04/2013 Black Network Printer	53,577 0	84,047 0	30,470 0	\$0.006120 \$186.48 \$0.00000 \$0.00		None at this time.
KMBS						
Room 131 Music						
Konica Minolta BH3300P / 35 PPM A63P011000420 / 8802 5996 750,000 / 04/2013 Black Network Printer	5,409 0	8,833 0	3,424 0	\$0.006120 \$20.95 \$0.00000 \$0.00	None at this time.	
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
WOODBURY MIDDLE						
Room 131 Music Center						
Konica Minolta BH3300P / 35 PPM	203	2,109	1,906	\$0.006120	None at this time.	
A63P011000413 /				\$11.66		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room 200						
Konica Minolta BHc35 / 31 PPM	25,881	45,612	19,731	\$0.003900	None at this time.	
A121011301812 / 9320 1890				\$76.95		
750,000 / 07/2010	30,802	53,843	23,041	\$0.04995		
Color Photocopier				\$1,150.90		
KMBS						
Room 201 Hallway						
Konica Minolta BH951 / 95 PPM	945,121	1,510,762	565,641	\$0.003900	None at this time.	
A4EW011002626 / 9353 7676				\$2,206.00		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

					Date of Last Upgrade: 12/15/2013	
Make-Model / Speed						
Serial Number / Vendor ID			2015-16			
Life / Intro Date	7/1/2015	6/30/2016	Annual	Cost/Copy		
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations	
WOODBURY MIDDLE						
Room 261 Admin						
Konica Minolta BH3300P / 35 PPM	2,257	3,080	823	\$0.006120	None at this time.	
A63P011000472 / 8802 1624				\$5.04		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Konica Minolta BH754E / 75 PPM	539,482	1,108,763	569,281	\$0.003900	None at this time.	
A55V017000348 / 9353 7685				\$2,220.20		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

					Date of Last Upgrade: 12/15/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODBURY MIDDLE					
Room 54					
Konica Minolta BH3300P / 35 PPM	10,729	10,729	0	\$0.006120	Traded; replaced with A63P011001852.
A63P011000478 / 8802 1613				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH3300P / 35 PPM	0	34,673	34,673	\$0.006120	None at this time.
A63P011001852 /				\$212.20	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH20 / 32 PPM	51,011	80,932	29,921	\$0.006120	None at this time.
A32R012024543 / 8802 1623				\$183.12	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black			2,882,241	\$11,568.90	
Subtotals Color			40,198	\$2,008.93	

<i>District Wide Black Totals</i>	<i>11,909,736</i>	<i>\$47,912.22</i>
<i>District Wide Color Totals</i>	<i>861,571</i>	<i>\$43,501.92</i>

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 9/1/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
11,909,736	\$0.00849	\$101,113.66

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
11,909,736	\$0.00402	\$47,877.14	\$53,236.52	\$266,182.60

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$53,236.52 x 9 years as a Client

=\$479,128.68 Cost Savings!

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Barron Elementary	831,061	\$3,323.06	\$4,123.72	\$8,759.82	\$16,206.61
Fisk Elementary	647,926	\$2,622.92	\$3,215.01	\$6,829.48	\$12,667.41
Lancaster Elementary School	870,954	\$3,458.57	\$4,321.67	\$9,180.31	\$16,960.55
North Salem Elementary	953,347	\$3,831.85	\$4,730.51	\$10,048.78	\$18,611.14
Salem High	4,970,086	\$20,293.55	\$24,661.57	\$52,387.32	\$97,342.43
SAU 57 District	306,531	\$1,402.27	\$1,521.01	\$3,231.00	\$6,154.28
Soule Elementary	447,590	\$1,782.57	\$2,220.94	\$4,717.83	\$8,721.34
Woodbury Middle	2,882,241	\$11,687.15	\$14,301.68	\$30,380.33	\$56,369.16
Total	11,909,736	\$48,401.94	\$59,096.11	\$125,534.87	\$233,032.92

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Barron Elementary	95,950	\$4,840.68
Fisk Elementary	133,148	\$6,717.32
Lancaster Elementary School	109,834	\$5,669.37
North Salem Elementary	45,021	\$2,271.31
Salem High	305,737	\$15,766.09
SAU 57 District	31,839	\$1,606.28
Soule Elementary	99,844	\$5,037.13
Woodbury Middle	40,198	\$2,029.04
Total	861,571	\$43,937.21

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	22,120	\$0.00875	\$193.55	\$0.00884	\$195.54
Axis Business Solutions	Color Network Printer	180	\$0.00875	\$1.58	\$0.00884	\$1.59
Konica-Minolta Business Solutions	Black Laser MFP	102,547	\$0.00612	\$627.59	\$0.00618	\$633.74
Konica-Minolta Business Solutions	Black Network Printer	414,833	\$0.00612	\$2,538.78	\$0.00618	\$2,563.67
Konica-Minolta Business Solutions	Black Photocopier	9,056,871	\$0.00390	\$35,321.80	\$0.00394	\$35,684.07
Konica-Minolta Business Solutions	Color Network Printer	93,474	\$0.00612	\$572.06	\$0.00618	\$577.67
Konica-Minolta Business Solutions	Color Photocopier	2,219,711	\$0.00390	\$8,656.87	\$0.00394	\$8,745.66
Total		11,909,736	\$0.00402	\$47,912.22	\$0.00406	\$48,401.94

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	2,537	\$0.10000	\$253.70	\$0.10100	\$256.24
Konica-Minolta Business Solutions	Color Network Printer	53,885	\$0.05625	\$3,031.03	\$0.05681	\$3,061.21
Konica-Minolta Business Solutions	Color Photocopier	805,149	\$0.04995	\$40,217.19	\$0.05045	\$40,619.77
Total		861,571	\$0.05049	\$43,501.92	\$0.05100	\$43,937.21

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total Number of Units	110
Total Number of Units on Lease	105
Total Number of Units Owned	5
Lease Company	Northway Bank
Lease Start Date	12/15/2013
Lease End Date	8/1/2019
Term	4 Annual
Annual Payment usually due on 8/1	\$125,534.87
Remaining Payments	1

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Leased Equipment

Building	Make/Model	Serial Number
Barron Elementary	Konica Minolta BH3300P	A63P011000464
Barron Elementary	Konica Minolta BHc35	A121011018395
Barron Elementary	Konica Minolta BH454	A61E011000365
Barron Elementary	Konica Minolta BH754E	A55V017000406
Barron Elementary	Konica Minolta BH3300P	A63P011000473
Barron Elementary	Konica Minolta BH454	A61E011000399
Barron Elementary	Konica Minolta BHC654	A2X1017002013
Barron Elementary	HP Laser Jet Pro M401dne	PHGFB03552
Fisk Elementary	Konica Minolta BH454	A61E011000137
Fisk Elementary	Konica Minolta BH3300P	A63P011000089
Fisk Elementary	Konica Minolta BH754E	A55V017000389
Fisk Elementary	Konica Minolta BHC654	A2X1017002110
Fisk Elementary	Konica Minolta BH454	A61E011000008
Fisk Elementary	Konica Minolta BHC454	A5C0011005978
Fisk Elementary	Konica Minolta BH3300P	A63P011000097
Fisk Elementary	HP Laser Jet Pro M401dne	JPGFH01537
Lancaster Elementary School	Konica Minolta BH20	A32R012024805
Lancaster Elementary School	Konica Minolta BHC654	A2X1017002105
Lancaster Elementary School	HP Laser Jet Pro M401dne	JPGFH01533
Lancaster Elementary School	Konica Minolta BHc35	A121011301546
Lancaster Elementary School	Konica Minolta BH3300P	A63P011000470
Lancaster Elementary School	Konica Minolta BH454	A61E011000343
Lancaster Elementary School	Konica Minolta BH754E	A55V017000403
North Salem Elementary	Konica Minolta BH3300P	A63P011000465
North Salem Elementary	Konica Minolta BH3300P	A63P011000471
North Salem Elementary	Konica Minolta BH951	A4EW011002573
North Salem Elementary	Konica Minolta BHC654	A2X1017002132
North Salem Elementary	Konica Minolta BH3300P	A63P011000436
North Salem Elementary	Konica Minolta BH454	A61E011000542
Sub High	Konica Minolta MG4750DN	AQVD012300168

Building	Make/Model	Serial Number
Salem High	Konica Minolta BH3300P	A63P011000606
Salem High	Konica Minolta BH454	A61E011000397
Salem High	Konica Minolta BH20	A32R012024538
Salem High	Konica Minolta BH3300P	A63P011000619
Salem High	Konica Minolta MC 4750DN	A0VD012300185
Salem High	Konica Minolta BH951	A4EW011002336
Salem High	Konica Minolta BHc35	A121011301650
Salem High	Konica Minolta BH951	A4EW011002324
Salem High	Konica Minolta BH20	A32R012024542
Salem High	Konica Minolta BHC654	A2X1017002015
Salem High	Konica Minolta BH3300P	A63P011000462
Salem High	Konica Minolta BH3300P	A63P011000496
Salem High	Konica Minolta BH454	A61E011000161
Salem High	Konica Minolta BH4000P	A63R011002417
Salem High	Konica Minolta BH454	A61E011000257
Salem High	Konica Minolta MC 4750DN	A0VD012300134
Salem High	Konica Minolta BH951	A4EW011002309
Salem High	Konica Minolta BH3300P	A63P011000425
Salem High	Konica Minolta MC 4750DN	A0VD012300189
Salem High	Konica Minolta BHc35	A121011301547
Salem High	Konica Minolta BH951	A4EW011002306
Salem High	Konica Minolta BH4000P	A63R011002420
Salem High	Konica Minolta BH4000P	A63R011002369
Salem High	Konica Minolta BH3300P	A63P011000463
Salem High	Konica Minolta BHC454	A5C0011005954
Salem High	Konica Minolta MC 4750DN	A0VD012300103
Salem High	Konica Minolta BH454	A61E011000461
Salem High	Konica Minolta BHc35	A121011301513
Salem High	Konica Minolta BHc35	A121011301648
Salem High	Konica Minolta BH951	A4EW011002527
Salem High	HP Laser Jet Pro M401dne	JPGFH01541

Building	Make/Model	Serial Number
Salem High	Konica Minolta BH3300P	A63P011000461
Salem High	Konica Minolta BH3300P	A63P011000601
Salem High	Konica Minolta BH754E	A55V017000420
Salem High	Konica Minolta MC 4750DN	A0VD012300175
Salem High	Konica Minolta BHc35	A121011301222
Salem High	Konica Minolta MC 4750DN	A0VD012300171
Salem High	Konica Minolta BH754E	A55V017000413
Salem High	Konica Minolta BH3301P	A63P015000627
Salem High	Konica Minolta BH3300P	A63P011000468
Salem High	Konica Minolta BHC454	A5C0011003255
Salem High	Konica Minolta BH951	A4EW011002513
Salem High	Konica Minolta BH3300P	A63P011000460
SAU 57 District	Konica Minolta BHc35	A121011301458
SAU 57 District	Konica Minolta BHC654	A2X1017002022
SAU 57 District	Konica Minolta BH4000P	A63R011002399
SAU 57 District	Konica Minolta BH4000P	A63R011002426
SAU 57 District	Konica Minolta BH754E	A55V017000395
SAU 57 District	Konica Minolta BH4000P	A63R011002416
SAU 57 District	Konica Minolta BH754E	A55V017000412
Soule Elementary	Konica Minolta BH454	A61E011000376
Soule Elementary	Konica Minolta BH3300P	A63P011003066
Soule Elementary	Konica Minolta BHC454	A5C0011005991
Soule Elementary	Konica Minolta BH3300P	A63P011000629
Soule Elementary	HP Laser Jet Pro M401dne	PHGFC00513
Soule Elementary	Konica Minolta BH754E	A55V011000181
Soule Elementary	Konica Minolta BHC454	A5C0011005975
Soule Elementary	Konica Minolta BHc35	A121011301458a
Woodbury Middle	Konica Minolta BH951	A4EW011002529
Woodbury Middle	Konica Minolta BH20	A32R012024539
Woodbury Middle	Konica Minolta MC 4750DN	A0VD012300172
Woodbury Middle	Konica Minolta BH20	A32R012024543

Building	Make/Model	Serial Number
Woodbury Middle	Konica Minolta BH20	A32R012024540
Woodbury Middle	Konica Minolta BH4000P	A63R011002452
Woodbury Middle	Konica Minolta BH3300P	A63P011000420
Woodbury Middle	Konica Minolta BH754E	A55V017000345
Woodbury Middle	Konica Minolta BHc35	A121011301812
Woodbury Middle	Konica Minolta BH951	A4EW011002626
Woodbury Middle	Konica Minolta BH754E	A55V017000348
Woodbury Middle	Konica Minolta BH3300P	A63P011000472
Woodbury Middle	Konica Minolta BH3300P	A63P011001852
Woodbury Middle	Konica Minolta BH3300P	A63P011003479
Woodbury Middle	Konica Minolta BH3300P	A63P011000466
Woodbury Middle	Konica Minolta BH951	A4EW011002521
Woodbury Middle	Konica Minolta BH3300P	A63P011000467

Owned Equipment

Building	Make/Model	Serial Number
Lancaster Elementary School	HP Color Laser Jet 3600c	CNWBD35346
Salem High	Konica Minolta BH20	A32R012022295
Salem High	Konica Minolta BH20	A32R012025688



Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

**AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Adam Pagliarulo	apagliarulo@sau57.org
Anna Parrill	aparrill@sau57.org
Betsy Palardy	Elizabeth.palardy@sau57.org
Brad St. Laurent	bstlaurent@sau57.org
Christine Honey-Nadeau	choney-nadeau@sau57.org
David Hasbany	david.hasbany@sau57.org
Deborah Payne	dpayne@sau57.org
Diana Darnstaedt	Diana.darnstaedt@sau57.org
George Murray	gmurray@sau57.org
Jan Citelli	jcitelli@sau57.org
Janice Wilkins	jwilkins@sau57.org
Janis MacAskill	jmacaskill@sau57.org
Jeanne Russell	jrussell@sau57.org
Linda O'Sullivan	losullivan@sau57.org
Pauline Field	pfield@sau57.org
Terri Fischer	terri.fischer@sau57.org
Theresa Moore	tmoore@sau57.org
Tracy Collyer	tcollyer@sau57.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com



2012

STARDOC created

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013

Daily Tracking

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014

Monthly Audits

- Allows user to see monthly snapshot of current usage and estimated projections

2015

New Mapping Options & Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated **Annual Savings of almost \$3.5 million for all of our clients. That translates into **Savings of more than \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

SPC manages over 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!